

Message Text

UNCLASSIFIED

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AMEMBASSY BEIRUT

UNCLAS DAMASCUS 0311

EO 11652: N/A

TAGS: BDIS, ETRD, SY

SUBJECT: TRADE OPPORTUNITY: ROAD LIGHTING

1. SARG INTENDS ANNOUNCE TENDER FOR LIGHTING (EQUIPMENT AND CONSTRUCTION) ON 25 KILOMETER ROAD FROM DAMASCUS TO AIRPORT. PROJECT COST ESTIMATE IS BETWEEN \$2 MILLION AND \$2 1/2 MILLION AND INCLUDES BALLAST, LAMPS, WIRING, AND TRANSFORMERS BUT EXCLUDES POLES WHICH WILL BE FURNISHED LOCALLY. FIRST SEVEN KILOMETERS IS DUAL ROAD WITH MEDIAN STRIP. SARG WANTS LIGHTS IN PAIRS ON THIS PORTION AND SCATTERED ON ALTERNATING SIDES ON REMAINING 18 KILOMETERS.

2. SARG UNHAPPY WITH SODIUM VAPOR LIGHTS INSTALLED AT CUSTOMS POINT ON BEIRUT/DAMASCUS ROAD. (THEY FRANKLY DO NOT LIKE COLOR.) THEY ASKING, THEREFORE, FOR CONVENTIONAL LIGHTING ON DAMASCUS/AIRPORT ROAD. WE TOLD PRIVATELY, HOWEVER, THAT IF COST OF PROJECT WITH SODIUM VAPOR LIGHTING WERE AT LEAST 15 PERCENT BELOW COST OF CONVENTIONAL, PROPOSAL WOULD RECEIVE SERIOUS CONSIDERATION.

3. LOCAL BUSINESSMEN INTERESTED IN WORKING WITH AMERICAN FIRM.
SCOTES

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NNN

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